

Message Text

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46

ACTION EUR-25

INFO OCT-01 ISO-00 EB-11 DRC-01 RSC-01 /039 W

----- 069442

R 121244Z MAR 74

FM AMEMBASSY WARSAW

TO USDOC WASHDC PRIORITY

INFO SECSTATE WASHDC 8062

/AMEMBASSY BELGRADE 1724

AMEMBASSY VIENNA

AMEMBASSY ZAGREB

UNCLAS WARSAW 1357

EO 11652: N/A

TAGS: BEXP, PL

SUBJECT: BIOMEDICAL TRADE MISSION

REF: STATE 047239

COMMERCE FOR BEWT/OIM

VIENNA FOR EWTC

1. APPRECIATE INFORMATION REFTEL REGARDING SYMPOSIUM PRESENTATIONS. SYMPOSIUM SCHEDULE FOR MORNING OF APRIL 1.

2. EMBASSY DOES NOT BELIEVE BERKOWITZ OF UNITED EXPORTERS SHOULD BE DISCOURAGED BY COMMENTS OF POLISH COMMERCIAL ATTACHE (TEFTEL.) ALTHOUGH POLES GENERALLY DO PREFER TO DEAL DIRECTLY WITH MANUFACTURERES, WE BELIEVE THEY ACCEPT FACT THAT THERE ARE MANY INDUSTRIES, AMONG THEM MEDICAL EQUIPMENT, IN WHICH THIS IS NOT ALWAYS PRACTICAL. OUR CONTACTS WITH MINISTRY OF HEALTH AND ORGANIZATIONS RESPONSIBLE FOR IMPRTS AND PRODUCTION OF MEDICAL EQUIPMENT HERE HAVE NOT UNEARTHED ANY RESISTANCE TO DEALING WITH AN AGENCY FIRM. THUS FAR WE HAVE ARRANGED APPOINTMENT FOR BERKOWITZ WITH POLAND'S LEADING SPECIALIST IN THE FIELD OF RESPIRATORY TREATMENT AND WITH DIRECTORS OF TWO INSTITUTIONS WHICH

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ARE AMONG THE COUNTRY'S MOST IMPORTATN USERS OF THIS

TYPE OF EQUIPMENT AND WE DO NOT ANTICIPATE DIFFICULTIES
IN SETTING UP ADDITIONAL MEETINGS.

3. WE ARE MAKING APPOINTMENTS REQUESTED BY SEARLE
MEDIDATA, HAVE NOW SET UP MEETINGS IN KAKOWICE FOR
WEDNESDAY APRIL 3.

4. DIRECTOR KANSKA OF CHILDREN'S HOSPITAL IN KRAKOW,
WHICH IS JOINT US/POLISH PROJECT AND WILL BE PURCHASING
EQUIPMENT IN CONNECTION WITH EXPANSION PROGRAM, HAS
EXPRESSED STRONG INTEREST IN TALKS WITH SEARLE MEDIDATA,
MEDTRONIC AND USCI. DR. KANSKA WILL SET UP ONE-DAY
PROGRAM (RETURN TO WARSAW SAME DAY) FOR THESE THREE
FIRMS IN KRAKOW, INCLUDING TALKS WITH OFFICIALS OF
KRAKOW MEDICAL ACADEMY, WHICH IS ALSO ON THE MARKET
FOR EQUIPMENT TO SUPPLY NEW FACILITIES. WE HAVE SPOKEN
WITH MEDTRONIC REPRESENTATIVE GIRARD STRAUS WHO WISHES
TO PARTICIPATE IN KRAKOW PROGRAM. UNLESS OTHER FIRMS OBJECT,
WE WILL INCLUDE THEM AS WELL.

5. HAVE MOVED AMBASSADOR'S RECEPTION
TO MONDAY EVENING APRIL 1, 1800 TO 1930.
DAVIES

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NNN

Message Attributes

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Disposition Date: 01 JAN 1960
Disposition Event:
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